

40段商务英语电话报价经典对话篇(4) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/150/2021_2022_40_E6_AE_B5_E5_95_86_E5_8A_c85_150495.htm 报价篇：（31）

A：Here are the quotations that you asked for . B：How do they compare to last years ? A：The price increases havent been too bad at all . B：Thats good to hear .lets take a look at your prices . A：这是你的报的价。 B：与去年的相比怎么样。 A：没有涨太多。 B：那好，我们来看看你的报价吧。（32）

A：I have a question about this quotation you submitted . B：What is it ? A：The third item has been omitted . B：Oh , yes .we dont carry that item anymore . A：你提出的报价我有问题。 B：什么呢？ A：第三项目漏掉了。 B：哦，是的，那一项目我们不再卖了。（33）

A：What is the deadline for submitting the quotation ? B：We need it in our office by next Monday . A：I think well able to make that . B：Good .we cant extend the deadline . A：报价截止日是哪一天？ B：下星期一以前要送到我们公司。 A：我想没问题。 B：那好，我们可不能延期的。（34）

A：Wed like a chance to bid on this business. B：Well be taking quotations next month . A：Will you let us have the specifications ? B：Sure , just drop in my office some time and pick them up . A：我们希望能有机会投标这笔生意。 B：我们将在下个月接受报价。 A：规格说明书可以给我们吗。 B：没问题，什么时候到我办公室来拿都可以。（35）

A：Can you tell me why our bid was not accepted ? B：I think you were a little too high on some of the items . A：On which ones ? B：Youre perfectly welcome to inspect the

winning bid . A : 请告诉我为什么我们没有得标好吗 ? B : 我想你们有几个项目的价格高了一点。 A : 哪几个品目呢 , B : 我们很欢迎你来查阅得标者。 (36) A : Was our bid accepted ? B : No , I m sorry .it wasnt . A : Can you tell me why ? B : Sorry , but Im not at liberty to reveal that information. A : 我们得标了吗 ? B : 抱歉 , 没有。 A : 能告诉我什么原因吗 ? B : 对不起 , 我示能随意泄露情报。 (37) A : Congratulations ! your bid has won . B : Im glad to hear that . A : When can you come around to discuss some details with us ? B : Ill be there next Monday at noon . A : 恭喜 ! 你得标了。 B : 真是好消息 , A : 什么时候可以过来和我们讨论细节呢 ? B : 下个星期一中午吧。 (38) A : What is your best price on this item ? B : \$24.95 per hundred pieces A : That will be fine with us . B : Fine . Ill start the paperwork for your order right away .

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